

SPACE

Pacific



MEMBERSHIP NOTES:

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- ✓ CCTV (China Central Television) Agrees to Pacific Distribution
- ✓ Hotel (type) Facilities Programme Supplier
- ✓ SPRSCS Exhibit Halls Nearly Sold Out
- plus - Programmer Round Up

SPACE Member Arranges CCTV:

Harry Guo of Westlite Electronics (address in box) has successfully arranged for the distribution of China Central Television (CCTV) to private homes, SMATV and CATV systems. The service is available through PAS-2, receiver IF of 1426 MHz, in MPEG-2 as uplinked from Hong Kong and requires a Scientific Atlanta D9222 receiver.

CCTV has been an elusive programme source from its start-up on PAS-2 early in 1995. The break through really amounts to a persistence on the part of SPACE member Guo and his ability to speak and write fluently in Mandarin.

The key points include: The service has no programme use fee (once authorised, forever authorised at no fee), but, the IRDs must be purchased through the CCTV distribution scheme to qualify. This means that you purchase your IRDs not from CMT/ABN/other sources and then ask for it to be authorised for CCTV as well; that will not work. Rather you purchase your IRDs from Westlite Electronics (see box to right) and then if you wish to add additional services such as ABN or CMT you do so through programme rep groups such as SPACE (for CMT), Telsat Communications or GlobalVision (for ABN).

The first two authorised units to function within New Zealand went into service October 21. One of these units will be functional at SPRSCS in the "Technicians and Testing Room" and additional CCTV authorised units are on order. There is nothing to stop an Installer / Dealer member from purchasing one

CCTV Details

Source: Westlite Electronics, 117 Peninsula Road, Maylands, WA 6051, Australia
(Tel 61-9-370-5573; Fax 61-9-272-3060)

Technical: PAS-2, TR2 horizontal, IF 1426 (+/- your LNB local oscillator accuracy), Scientific Atlanta MPEG 1.5 on programme "channel" 3.

Authorisation: Units are shipped to dealer / end user pre-authorised for CCTV.

IRD Source: Only from Westlite.

Programming: 24 hours per day, Mandarin and English (with Mandarin subtitles; approximately 20%)

Programme Fee: None (see text)

IRD Cost: US\$1,850 plus air freight of US\$60 and freight insurance of US\$40 (total US\$1,950) outside of Australia; within Australia, A\$3,450 (duty, tax, freight inclusive)

Restrictions: D9222 units from sources other than Westlite cannot be authorised by CCTV; do not ask.

Registration: Dealers agree to provide Westlite / CCTV with full name, address of end user of IRD unit and if not DTH, description of viewing audience (i.e., if cable TV or SMATV, number of TV sets connected to system).

Availability: 30-40 days from order.

CCTV SAMPLE TAPES

SPACE members may order a 180 length tape of CCTV programming, as recorded on a current basis by member Robin Colquhoun (32 Valley Rd, Mt. Eden, Auckland; Tel 64-9-630-7127) for \$15 each post-paid surface mail (NZ\$20 to Australia, other Pacific destinations Fast Post). Specify whether you wish Mandarin, or English segments but be prepared to accept it as it comes out! Robin is doing this as a membership service and cannot deal with specific ("Record only sports...") requests.

BANK TRANSFERS for CCTV IRDs

At the present time Westlite Electronics is not equipped to handle VISA/Mastercard charges (although it hopes to be able to do so shortly). To order the D9222 IRD unit pre-authorized for CCTV, here is the TT (wire transfer) data to pay for the unit.

Bank: Challenge Bank Limited, William Street Branch

Swift Code: CHBPAU6P

Address: 95 William St., Perth, WA 6000 Australia

Account Name: Westlite Electronics

Account Number: 476-371025933

Amount: See previous page

or more units, pre-authorized for CCTV, to hold for stock. The alternative is to sell a system using a CCTV authorised decoder and then wait from 30 to 40 days for the unit to arrive. Westlite plans to improve the delivery schedule turn around during the first quarter of 1996 and has a goal of a 10 day turn around.

CCTV is a major programming break through for dish dealers in all of the Pacific. It has no programme fee so it is allowed into Australia. The service is (by our observation of a week

before filing this report) of exceptional high technical and programme value quality. Many members had voiced a concern that CCTV, the official international television service of the Peoples Republic of China, would be so heavily loaded with subtle (and not so subtle) "propaganda" that the programme content would not be of interest to Mandarin ex-patriots living outside of China. Our initial reaction is totally opposite; the material is genuinely informative and entertaining and includes an excellent blend of drama, sports, movies, news, travel features and various musical venues including opera. Dealers who encounter initial resistance from potential system buyers because CCTV originates

in (the) PRC are advised to show off the service; it should sell itself.

CCTV International is actually a joint venture of the Chinese Broadcaster and American firm Encore Media (Denver, Colorado). Encore also holds a two year licence to provide and programme the twin Galaxy movie channels (Showtime and Encore). CCTV on PAS-2 is a leg of a global distribution package which takes the service into North and South America, Europe and Africa. If you have imagined it to be a long series of talking heads extolling the virtues of the PRC system of government, think again. This is world class television delivered in a technical format that rivals anything you are likely to see from the finest production houses in then world. And in our initial week of viewing, we found approximately 20% of the telecast day is in English with Mandarin sub-titles. This should help overcome the generation gap in Chinese homes in the Pacific; the eldest may still be fluent in Mandarin whereas the newer generations are only partially (or not at all) conversant in the language.

NOTICE TO NEW SPACE MEMBERS

If you have recently joined SPACE Pacific and this is your first Membership Notes Bulletin, we ask that you do the following:

- 1) With this communiqué is your membership certificate. Please check it at this time to ensure your name and other data is correctly shown (and spelled). If not, please return your certificate promptly noting the corrections required.
- 2) Members are entitled to discounts from some SatFACTS advertisers and this is communicated to you with either direct "SPACE Member Pricing" or by way of noting with the advertisement "MEMBER - SPACE Pacific." Query your suppliers accordingly.
- 3) Members are entitled to make use of the "SPACE Members Room" at the South Pacific Region Satellite and Cable Show" January 23-27th. Member meetings will be posted in the SPRSCS programme schedule.

Other Mandarin services. In theory, a D9222 pre-authorised for CCTV could easily also handle ABN (which has both Mandarin and English segments), CTN (Chinese Television Network) and TCS (Television Corporation of Singapore) Mandarin programming. Westlite Electronics is authorised to on-sell CTN for Australian users only, but as the service has a monthly subscription fee there are obvious "pay TV regulation" problems (Australia prohibits the importing of foreign pay TV until July 1, 1997). ABN is available from several sources (see listing to follow), and TCS is at this time not accepting orders for their service outside of Taiwan and PRC. As this changes we will update you.

Selling Services To Hotels (Motels):

Although many of the desirable services (such as ESPN) continue to refuse authorising individual (DTH) systems, SPACE member Global •Vision (see address in box) has worked out a sales policy which relates to places of temporary lodging (i.e., hotels, motels). This is not for DTH (direct to home) and should not be confused with DTH offerings.

Global's Managing Director Michael Fleck reports that his company is primarily in the commercial TVRO / SMATV system design and equipment business. However, he realised early that unless there were clearly defined routines ^{in place} available that allowed his prospective customers to utilise the various satellite services available, he was not going to have much success in selling equipment. To resolve this

impasse, Global went into the software (programme) representation end of the business. He does not require that you purchase your downlinking equipment from Global to qualify for programming which his firm offers but as an Installer / Dealer you can appreciate that if you do show an interest in his hardware you might get more of his attention.

Fleck admits that many of the programmers with whom Global has an agreement are very much uncertain themselves as to how they will ultimately package and offering their programming. And he warns (and we pass along to you) this caution:

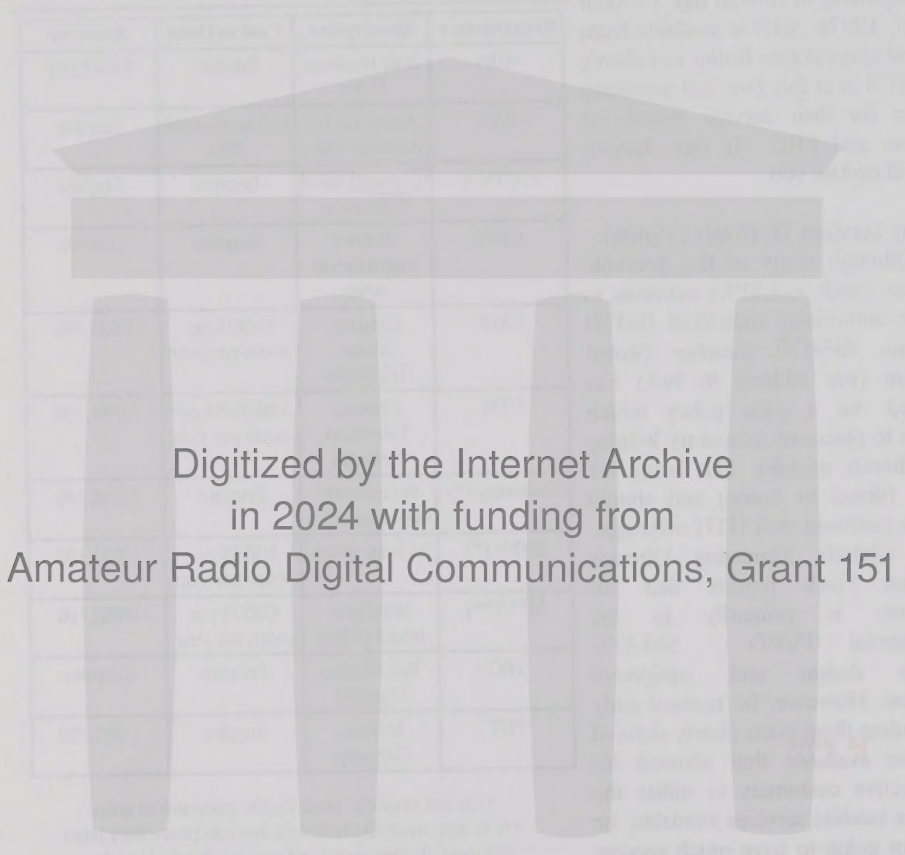
"Agreements in place today are always subject to some modification as programmers become more astute and their own business plans mature."

Commercial installations of SMATV systems for hotel / motel use are also subject to conflicts created when programmers such as ESPN already have an agreement with other distribution companies in a geographic region. In the case of ESPN in New Zealand, Sky Networks holds an exclusive right to ESPN programming and it is difficult (but not impossible)

Programmer	Description	Cost to Hotel	Receiver
ABN	Asia Business News	Enquire	US\$2,100
ANBC	Asian and US financial news	no charge until 3/96	Enquire
CCTV 4	Central China Television	Enquire	Enquire
CNN	24 hour international news	Enquire	US\$700
CMT	Country Music Television	US\$25 per room per year	US\$1,590
CTN	Chinese Television Network	US\$32.85 per room per year	US\$1,750
Discovery (*)	Science and documentaries	Enquire	US\$2,100
ESPN (*)	24 hour sports	US\$30 per room per year	US\$2,100
MTV(**)	Mandarin music videos	US\$25 per room per year	US\$2,100
TFC	The Filipino Channel	Enquire	Enquire
TNT	Movies, Cartoons	Enquire	US\$2,100

*/ Is not available in all Pacific geopolitical areas

**/ Is only available to hotels that can prove they have substantial Chinese (Mandarin speaking) clientele.



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Contacting Global • Vision

Talk with: Michael Fleck

At: Global • Vision Satellite Services, Suite 4, 14 Sydney Road, Manly NSW 2095 Australia

Via: Telephone 61-2-9977-0188; Fax 61-2-9977-0934

to offer ESPN to SMATV clients through the good offices of Global. Additionally, in some instances there are minimum monthly payments in effect; if a motel has only ten rooms it will probably be too small for ESPN "to mess with" no matter what other conditions may exist, unless your motel client is willing to pay the minimum fee per year for the service. In each case you take your prospective client room count numbers directly to Fleck in Sydney and he will advise you which services are going to be available to you, and at what pricing structure.

The important thing here is that through Global, services previously not available now become available although the economics of that availability may not be acceptable to your specific hotel / motel client. This is far better than having to chase each of the programmers individually, and because Global does have a profit incentive to sign your client up as a customer, at least you will now have someone in the programme area working for you rather than against you.

SPRSCS Exhibit Halls Overflow: Show Update

Three exhibit hall rooms with a total of 20 exhibit stands were originally set aside for the anticipated exhibitors at SPRSCS. As we go to press with this issue of Membership Notes, two of the three exhibit hall rooms are filled and the third is nearly taken. A fourth room will be opened as additional exhibitors follow-up on plans to attend the January 23-27 show.

The Technicians & Testing Room (TTR) activities are rapidly filling in as we approach show dates. From January 24 through the 27th, this room will engage in a series of equipment tests, demonstrations and mini-seminar sessions. A dish dedicated to TTR will make it possible for managers Robin Colquhoun and Barry Ward to sample and test (using test equipment supplied by members and exhibitors) a wide range of component units commonly found in TVRO. This will include actuators, LNBs, receivers and modulators. During the course of the four days Colquhoun and Ward will also test various (competitive) feeds. Although the nature of the room is "informal," dedicated mini-seminar sessions will be devoted at scheduled times to the inner workings of various pieces of equipment. Of special interest, the Scientific Atlanta D9222 MPEG receiver mysteries will be unravelled for attendees on Friday the 26th. If you have been searching for practical instruction on this often confusing unit, you will find this session very worthwhile. It is possible for the D9222 to hold multiple addresses from multiple programmers as you will see for yourself during the session.

Throughout the exhibit hall (and TTR) a number of uncommon programming services will be on display to allow you to judge for yourself the consumer value of the various offerings. SPACE is indebted to the many programmers who have agreed to this show-period display of services which normally are only available after complicated receiver authorisation procedures. We believe this will be the largest display of multiple channel satellite delivered programming assembled to date for the Pacific region.

Members who plan to attend SPRSCS but who have not yet registered are urged to do so without delay. If you have misplaced your registration forms, contact SPACE immediately at (tel) 64-9-406-0651 or (fax) 64-9-406-1083.

SPRSCS Programme Schedule

The constantly evolving schedule will be highlighted in its 1 November form in SatFACTS for November 15th, and updated (with inevitable changes and additions) in the 15 December SatFACTS. The final schedule will be in published form in your Show Packet when you arrive at the show.

SPACE:
Satellite Programme Access Committee Source Report
(01-11-95)

Please report variations, updates and corrections to SPACE Pacific, PO Box 30, Mangonui,
Far North, New Zealand (Tel 64-9-406-0651; Fax 64-9-406-1083)

INTELSAT 508/180E:

Use of Vidiplex technology for transmission of two separate programme channels on a single transponder has effectively ended for FTA (free to air) applications. Formerly FTA vidiplexed transmissions from US networks NBC/CBS/ABC have either converted to MPEG or have become encrypted. The two primary remaining FTA feeds are WorldNet and RFO. Of these, RFO plans conversion to a Thomson MPEG format at some future date.

Numbers given below are telephone, not fax unless specified; for fax see SatFACTS June 1995, p. 18.

PanAmSat PAS-2/169E:

Horizontal:

IF 1426 MHz: Asia Business News, Chinese Television Network, Television Corporation Singapore and China Central Television all presently uplinked in one MPEG "bundle".

ABN: DTH, commercial subscriptions available from SuperSat (Brisbane: 61-7-367-0707) and Telsat Communications (64-6-356-2749). Hotel SMATV subscriptions from GlobalVision (61-2-9977-0188).

CCTV: No subscription fee but D9222 IRDs for this service must be purchased through authorised distributor; contact Westlite Electronics (61-9-370-5573). Commercial installations for hotels / motels may also deal through GlobalVision (61-2-9977-0188).

CTN: DTH, commercial subscriptions available (only in Australia and in areas of Pacific outside of New Zealand) from Westlite Electronics (61-9-370-5573); hotels / motels from GlobalVision (61-2-9977-0188). In New Zealand, CTN remains unavailable.

TCS: Not presently available in Pacific south of the equator but promised to be available after 1 January. To negotiate, contact Jenny Wah, TCS, 65-350-7188.

IF 1372 MHz: Discovery Channel presently transmitted in PAL format B-MAC encryption.

Discovery: Available only to hotels / motels in Australia (GlobalVision, 61-2-9977-0188); available to cable TV in New Zealand if not located within Sky Network coverage areas and elsewhere in Pacific to commercial installations (Mark Lay, 852-2887-1199).

IF 1183 MHz:: Cable News Network International, transmitted FTA analogue NTSC, no announced encryption plans.

CNN: Cable systems utilising are urged to sign a commercial use contract (61-2-9900-3111).

IF 1115 MHz: Nippon Hoso Kyokai, transmitted FTA analogue NTSC, no announced encryption plans.

NHK: Cable systems are urged to report their use of the service to Noriyoshi Fuji (81-3-5478-3330).

IF 1060 MHz: The Filipino Channel, transmitting in General Instrument Digicipher 1, plans conversion to Digicipher 2 sometime in late 1996.

TFC: Available only to hotels / motels through GlobalVision (61-2-9977-0188).

Vertical:

IF 1408 MHz: CBS (Pacific Service news and limited programme feeds), Country Music Television.

CBS: In May CBS advised it would consider cable and commercial users after 1 September; no recent update although SPACE has queried them. Contact Nell Donovan 1-212-975-3290.

CMT: Available in New Zealand and Pacific Islands from SPACE Pacific (64-9-406-0651/64-9-406-1282). Available in Australia to hotels from GlobalVision (61-2-9977-0188).

IF 1346 MHz: MTV Mandarin presently in NTSC B-MAC.

MTV: Available in Australia and some Pacific locations to hotels / motels from GlobalVision (61-2-9977-0188) under limited circumstances. Also available to cable TV in Pacific from same source.

IF 1286 MHz: Entertainment (&) Sports Programming Network presently in NTSC B-MAC.

ESPN: Available in limited Pacific locations to hotels / motels through GlobalVision (61-2-9977-1088); minimums apply. Not available in New Zealand except with approval and authorisation of Sky Network.

IF 1161 MHz: PRIME / Liberty service feeds. This SA MPEG format "bundle" includes feeds of Encore movie programming linked from Denver, Colorado through PAS-2 to Galaxy pay TV service (Australia), Showtime movies on same routing, Prime Sports on same routing and more recently The Music Zone (TMZ). Note: With possible exception of TMZ, none of these programme channels are configured for direct viewing and are only for linking purposes from USA to Galaxy. Asking for permission to utilise any of these services with possible exception of TMZ is a total waste of your time.

TMZ: Has offered "two week free trial" for evaluation purposes to cable operators in New Zealand but to date has not actually provided same. Contact Samantha (Sam) Klosterman 1-303-267-7000.

IF 1038 MHz: Asia NBC (ANBC) presently in FTA analogue PAL from uplink in Hong Kong.

ANBC: Plans use of MPEG (announced Philips CDB compliant), "Sometime after 1 January" but also says it will not begin charging viewers until March 1996. Policy towards DTH unknown, hotels and motels can subscribe through GlobalVision (61-2-9977-0188).

IF 998 MHz: Turner Network Television / Cartoon Channel presently transmitting in NTSC B-MAC.

TNT +: Although they advised SPACE that DTH subscriptions **would** be accepted at rate of US\$50 per year (April 1995), policy has changed and now only accepting cable TV affiliates (61-2-9900-3111). Also available to hotels / motels through GlobalVision (61-2-9977-0188).

Rimsat G2 / 142.4E:

IF 1475 MHz: Asian Television Network presently broadcasting in FTA PAL 24 hours per day.

ATN: Hindi language programming with limited English; contact P. Dixit (fax) 991-22-287-2753).

IF 1275 MHz: EMTV (division of Australia 9 Network) presently broadcasting in FTA PAL approximately 14 hours per day.

EMTV: Provides FAX poll programme schedule every Wednesday for coming week; query from (fax) 675-325-4450. Also on audio subcarrier 6.8 MHz, NAU FM separate service (fax 675-320-1995).

Gorizont 18 / 140E:

IF 1475 MHz: Moscow 1 (Dubla TV) in FTA SECAM. Note that this satellite is inclined in orbit and may be above or below your dish tracking geostationary arc line when you "check" on its availability; dishes with elevation tracking will be able to better "track" and peak this service.

IF 1425 MHz: Muslim (religion) programme service seen from time to time on this IF frequency.

IF 1275 MHz: Moscow "2" service seen from time to time on this IF frequency.

Rimsat G1/ 130E:

IF 1475 MHz: RAJ-TV broadcasts here 24 hours per day in FTA PAL, mostly in Tamil language (some English); generally the strongest "signal in the sky" at most South Pacific locations.

RAJ-TV: Plans to convert to half transponder with second programme channel, has conducted testing of two programme feeds. Contact Shankar Karikar (fax) 91-44-4910733.

JCSAT-3/ 128E:

Satellite came on line with initial ~~programme~~ ^{transponder} testing October 7, 1995. Future use of C-band transponders in Pacific and Asia not yet announced. Has 46 dBw Ku band coverage beams covering Australia and New Zealand as well. SPACE members report adequate to excellent C-band signals during testing on 3m and larger dishes, high quality signals on Ku band dishes 2m in size and smaller. To query, try T. Kuboki, Japan Satellite Systems, Inc. at (fax) 81-3-3579-0601. See SatFACTS August 15, 1995.

Palapa C2M/ 118E:

Scheduled launch April 1996, operational June 1996. No announced users yet but equipped with significant (35 dBw plus) coverage beams to eastern half Australia, New Zealand.

Palapa C1/ 113E:

Scheduled launch January 1996, operational February-March 1996. Present users of Palapa B2P will transfer to C1 but there are three separate C-band footprints on C1 and there is no confirmation as to which of the present users (20 programmers on B2P) will appear on footprints favouring (south) Pacific. In best case, 35 dBw, in worst case 20 dBw. See SatFACTS September 15, 1995.

AsiaSat 2/ 100.5E:

Scheduled launch late November - early December 1995, possible operation by late January 1996. Although initially intended for NTL created MPEG-2 format transmissions, likely to initiate service with analogue transmissions pending general availability of MPEG DTH receivers later in 1996. Extensive list of FTA DTH programmers in MPEG-2 announced, including German-English Deutsche Welle (IF 1150, horizontal). See SatFACTS July 15, 1995.

Other Announced Satellites: 1996

"First Half 1996": Russian Express (#6) to 80E

"First Half 1996": Intelsat 8 to replace 508 at 180E

"Second Half 1996": Russian Express (#5) to 53E, (#7) to 90E

"Late 1996": Thaicom 3 to 78.5E

December 1996: Philippines MPSC group, C + Ku to either 134E or 150.5E

Philippines PASI group, C + Ku with boresight on Philippines, location not specified

1997:

PAS-8 to unspecified Pacific location, AsiaSat 3 to 122E

